

Message Text

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PAGE 01 STATE 082363
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COM/BED/OIM/M.MILES (INFO)
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-----050222 302309Z /64

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FM SECSTATE WASHDC
TO AMEMBASSY ABIDJAN IMMEDIATE
INFO AMEMBASSY PARIS
AMEMBASSY LONDON

C O N F I D E N T I A L STATE 082363

E.O. 11652: GDS

TAGS: BENC, IV, FR, UK

SUBJECT: MAJOR PROJECT: REFINERY EXPANSION

REF: ABIDJAN 2646

1. TODAY, MARCH 30, 1978, WE RECEIVED THE FOLLOWING
FROM CHEVRON RESEARCH COMPANY:

"CHEVRON RESEARCH COMPANY WOULD LIKE TO EXPRESS ITS
APPRECIATION TO AMBASSADOR STEARNS AND THE IVORY COAST
EMBASSY STAFF FOR THEIR ASSISTANCE IN ENCOURAGING THE
IVORY COAST GOVERNMENT TO CONSIDER USING AMERICAN
TECHNOLOGY IN THE UPCOMING REFINERY EXPANSION PROJECT.

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"CHEVRON RESEARCH CONTACTED MR. ADAMA TOUNGARA,
PRESIDENT OF THE SOCIETY IVOIRIENNE DE RAFFINAGE, SHORTLY
AFTER RECEIVING WORD FROM THE DEPARTMENT OF COMMERCE
OF AMBASSADOR STEARNS' CONTACT WITH MESSRS. TOUNGARA AND
DOUGUIH. WE OFFERED TO SEND A TOP LEVEL TEAM OF SENIOR
EXECUTIVES TO ABIDJAN IF MR. TOUNGARA CONSIDERED THAT
SUCH A VISIT WOULD BE TRULY HELPFUL. TO DATE, OUR OFFER

HAS NOT BEEN ACCEPTED.

"BASED ON UNOFFICIAL REPORTS FROM ABIDJAN AND PARIS, CHEVRON RESEARCH IS ENCOURAGED. WE HAVE BEEN TOLD BY SEVERAL CONTACTS THAT THE IVORY COAST GOVERNMENT NOW FAVORS USING AMERICAN TECHNOLOGY AND THAT A MORE DIRECT INTERVENTION ON CHEVRON RESEARCH'S PART AT THIS TIME TO SECURE THE CONTRACT COULD BE COUNTER-PRODUCTIVE.

"AGAIN, CHEVRON RESEARCH WOULD LIKE TO THANK THE EMBASSY FOR THEIR ASSISTANCE IN THIS MATTER."

2. USDOC AND DEPARTMENT WISH TO THANK AMBASSADOR FOR HIS PROMPT ACTION ON THIS MATTER, AND WE REGRET COMPANIES UNABLE TO RESPOND AS QUICKLY. AS EMBASSY AWARE FROM SEPTTEL, DESPITE PROBLEMS CREATED BY ABSENCE OF DECISION-MAKING PERSONNEL AT FLUOR, COMPANY IS READY TO SEND REPRESENTATIVE TO ABIDJAN AS ADVISED BY EMBASSY. EVEN IF U.S. TECHNOLOGY PACKAGE IS CHOSEN FOR THIS PROJECT, WE EXPECT CONTINUED PUSH BY FRENCH FOR DESIGN/ CONSTRUCTION CONTRACT, SINCE SERVICES AND RELATED EQUIPMENT REPRESENT A MORE SUBSTANTIAL EXPORT OPPORTUNITY. WE WILL AWAIT FURTHER DEVELOPMENTS WITH INTEREST. COOPER

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NNN

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